

THE RELATION OF RAILROAD RATES TO GENERAL BUSINESS.

To the Business Man: No matter how objectionable an advance in freight rates may be to us personally, we must recognize that an improvement in general business is dependent on a betterment of operating and financial conditions of the railroads. That the operating results are most unsatisfactory is readily seen by the latest INTER-STATE COMMERCE COMMISSION reports, which show that for the nine months ended April 15, 1910, eleven railroad systems, all West and North of a line drawn from Chicago to St. Louis, compared with the same roads for the same period in the previous year, had their gross earnings increased about \$50,000,000.00, while their net earnings showed a decrease of \$3,500,000.00, and for the month of March, on the same comparison, they show an increase of \$7,000,000.00 in gross and a decrease of \$965,000.00 in net earnings.

Attention is called to the fact that the wage increases, (except a small amount), were not in force during this period, and from now on these will greatly increase the operating cost.

These same railroads had their taxes increased over the previous year \$2,500,000.00, or 14%, and have to pay higher rates of interest on their loans. These roads covering the most prosperous part of the country may be considered representative of general railroad conditions.

During the past three years of poor business, railroad expenditures for maintenance were necessarily at the lowest point, and in consequence their motive power equipment and tracks now demand a greater proportion of operating expense. No provision has been or is being made for the growing demands of the country, and as transportation is the backbone of business, its weakness or inefficiency cripples every other condition; because all products are valuable in the ratio with which their accessibility to the consuming market.

It is most important to the shipper, that railroads at all times are fully equipped to take care of an increase of his business. The first eight months of 1907 demonstrated that the railroads could not handle the business then offered with any degree of satisfaction.

The financial conditions since have not permitted them to even maintain their then position. If the then volume of business were to come back supplemented by the three years growth of the country in the interval, transportation would be paralyzed; and what would that cost the shipper compared with a reasonable advance in freight rates now? Such an advance would provide the means for avoiding this impending disaster.

The iron horse needs to be kept in good condition for the same reason as the living horse used for transportation. The teamster knows that if his horse is not well shod, well groomed and well fed, and his harness and wagon kept in good repair, that all he will save on such economy will be many times wasted in the efficiency of his transportation, and also add great expense to the shipper. It is exactly the same with the railroads; the shipper has a right to demand that transportation be ample and efficient; the success of his business and the development of the country are dependent on it.

The Investor: To do this, the railroad must show adequate returns to maintain proper borrowing credit and present a promising source of investment to procure the necessary funds to improve and develop the property as needed. It is neither the railroad president nor the shipper that controls the situation; it is the investor alone who holds the key; without his investment dollar the railroad cannot extend or improve, no matter how great the needs of the shipper or the country may be.

With all the increasing cost of operation, supplemented by ever increasing and burdensome legislative restrictions concerning their earnings, in face of the fact that the average dividend rate on railroads was less than 3 1/2 per cent for the past six years, and the United States Supreme Court in the case of the Consolidated Gas Company stated that "6 per cent was a fair return on money invested in public utilities," with the average freight rate in 1909 of three-quarters of a cent per ton per mile, the lowest in nine years, the average passenger rate per mile, one and nine-tenths cents, the lowest ever reached, is it any wonder that the investor holds back and the bankers demand high interest rates from the railroads? The railroads need \$2,000,000,000.00 to put their lines in proper condition, and to increase their terminal facilities at all points that are even now a necessity, and \$1,000,000,000.00 more for modern new

motive power and equipment to move their freight with promptness and economy. Where can they get the money? Only by increased earnings from advanced rates, and by so doing better their credit by attracting the uninvested dollars that are now going to other more attractive but less productive investments.

What will the advance cost the Ultimate Consumer? Poor's Manual says the average haul of all freight in 1908 was 142 miles. The average rate in 1909 was three-fourths of a cent per ton per mile.

The average total rate for the average total haul, assuming it to be the same as 1908, would be \$1.06 per ton. An advance of 10% on this rate would increase the cost 10 cents per ton, or 1.200 of a cent per pound. An advance of 10% on the present specific rates would increase the cost of 100 pounds dressed beef in New York, shipped from Chicago, 4 1/2 cents; 100 pounds canned fish in St. Louis, shipped from Maine, 1 1/2 cents; 100 pounds flour in New York, from Minneapolis, 2 cents; a suit of clothes in Chicago, from Boston, 1/2 cent; the same for a woman's suit. On a man's outfit, coat, trousers, shoes and hat, New England to Mississippi Valley, not to exceed 1 cent. The Ultimate Consumer can multiply these illustrations indefinitely. The manufacturer, jobber and retailer could easily absorb this slight advance, because, if his business increased but one unit, that would more than pay the increased cost on one hundred units.

Railroad net earnings thus increased, the railroads would have a ready market for their securities, and with the money thus obtained again start all the business and industries now comparatively idle that are directly or indirectly dependent on their property. The working men would be fully employed, their families would again purchase freely, and that means good business for everyone.

There are 1,500,000 railroad employees. It takes 2,500,000 men to supply what the railroads need, and a vast number of men are employed in supplying the personal needs of the above 4,000,000 men and their families, representing 16,000,000 people. Every kind of business is dependent in some measure on railroad prosperity.

High cost of living: If it had not been for the encouragement given railroad investors in the past, where would we have been to-day for our food supply? They opened up thousands of miles of undeveloped and unproductive land and yet our food is high, because of lack of supply; our consumption is increasing faster than our food production. If the railroad investor stops as he now has, there will be an advance in food rates soon that will be far greater than increased freight rates. High food means high labor, and high labor means high everything. Therefore the Ultimate Consumer and the State and National Governments should be interested in developing land that will produce bountiful food products. Half of the country west of the Mississippi is not used, and will not be until covered with railroads. Who would want to build roads in unproductive lands when those in cultivated country will barely pay the lowest rate of interest, and the owners and managers are being harassed and maligned as in no other business?

This condition will only improve when the business man realizes that the investor does not provide the source of his own investments. He waits for you to do that in some desirable form. By your individually letting things drift, and doing nothing, your legislator, with no business experience, hearing no advice and receiving no direct information, which he gladly would from you (quite likely you do not even know his name), listens to the only voices heard; the agitator or the aggressive shipper whose views of the business world are obtained by looking out of the small hole of a funnel directed at his own plant, unconscious of other conditions far more important to his own business than the freight rates. Such men as these by their vociferous vigor, have stirred up a popular anti-corporation agitation that has cowed 75 parties, and they are so scared of being charged as owned or bought that all questions of principle, equity or the general good are ignored. The railroad man draws his salary, whether the road pays or not; he does not own it. If he does say anything he is sat upon. The stockholders as a body are defenseless. You are the sufferer and the only one who would be listened to. Will you not study your own interests, find out your legislator's name, and tell him the real situation? Otherwise we must wait until grim necessity staves out the present anti-railroad fever.

June 6, 1910. T. A. GRIFFIN. (Advertisement.)

Woman Builds Flying Machine.
An Irish woman, Miss Lillian E. Bland, has designed and built for herself a biplane glider 28 feet wide. Several satisfactory glides have been accomplished with the machine, controlled from the ground by ropes. The engine and propellers will be fitted later.

Who's the Boss?
A Boston professional man went out recently and on his return found this note from his stenographer, who had evidently been house cleaning:
"If I'm not in by nine, it's because I am at the dentist's, probably, but it may be that I'm at home, sick with all kinds of disease, that one catches from dirt germs. If that's the reason, you had no kick coming at all, because your old desk was a mess. You can be fixing up that pile of letters and we will answer them right off. Them's my orders."

Just as Good as Seeing.
"Is it true that sightless people can tell the color of things by touch?" someone asked a blind man.
"Occasionally, yes," came the answer. "If, for instance, I touched a red-hot poker, I could tell it was red!"

Cheap Mexican Cigarettes.
Home-made cigarettes sell in Mexico for 3 to 20 cents a package of 14 to 18. Even the three-cent grade is said to compare favorably with the 15, 20 and 25-cent grades in the United States.

Would Remedy That.
Uncle (to Marjorie, who has married a millionaire)—I really think you'd be happier if you had married a man who had less money.
Marjorie—He will have less after a few years with me.—Stray Stories.

Latest Cooking Range.
A new range employs both electricity and steam, a current of the former, used to cook food on top of the range, also heating water to produce steam to operate the oven economically.

UNREST IN INDIA

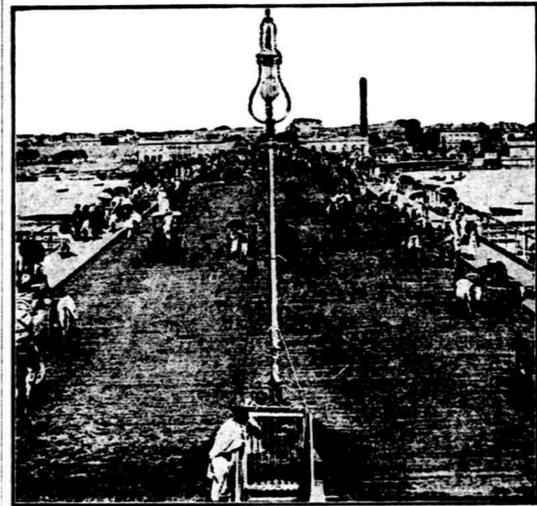
An American View of Great Britain's Rule.

LACK OF TACT CHIEF FAULT

Native Rulers Are Unit in Their Desire to Uphold the Authority of the British—Rule on Whole is Just and Fair.

(By Francis E. Clark, D. D. LL. D., President United Society of Christian Endeavor.)

These are momentous days in India. I am writing in early December, and while I write elections are still in progress in some parts of India for the members of the provincial legislative council, on a franchise basis such as India has never known before. For the first time, millions of people in India will be represented in popular



The Hourah Bridge, Calcutta.

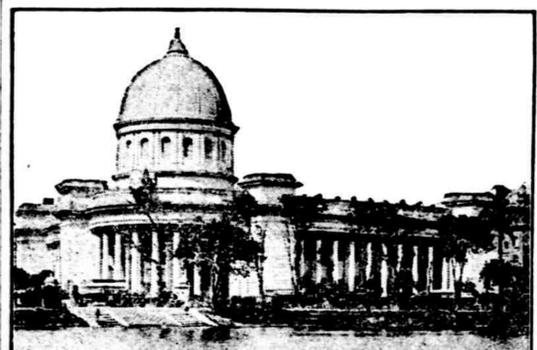
legislative assemblies. To be sure, the franchise is still hedged about by many qualifications of property and education which would be confusing and tedious to relate. Special regulations that fill many pages of the daily papers prescribe the rules that give the Mohammedans and the Hindus and the universities and various organizations certain votes, but the point to note is that this is an effort, and apparently an honest and earnest effort,



Offices of a Leading India Newspaper, Bombay.

he is not apt to pay much attention to the politics of Westminster or the reform scheme of Calcutta. But this is not saying that there is no unrest in India, or that there are none who hate the British as they do Satan himself. There is a small but not insignificant band of agitators, who make up in rancor what they lack in numbers, who will be satisfied by no reform and appear by no concessions. These agitators constant-

ly go to the very limit of seditious speeches and publications, and frequently are taken in charge by the police. From their ranks come the assassins who have made office-holding in India of late as dangerous business as to be king of Spain or the shah of Persia. The very week that the reforms were promulgated an attempt was made on the life of the viceroy, Lord Minto, though only a poor, in-



The Postoffice at Calcutta.

offensive peasant suffered from the bomb. Aside from these agitators, there is a larger class of the disgruntled, whose dissatisfaction does not go to the extreme of sedition and murder. To this class belong many of the wealthy and educated Hindus. My host at an afternoon tea in Bombay was an excellent example of these people whose unrest is really the most serious feature of the present state of affairs. Mr. J. M.—is a man of great wealth, worth I do not know how many lac

others—so the story ran—"for morality itself is but a matter of environment. A missionary in the South seas was distressed because his dusky parishioners were nude. He decided to try delicately to get them to wear at least a little clothing, and to this end left a great many pieces of scarlet and green yellow calico lying about his

hut. "An elderly dame called one afternoon for spiritual advice. Her missionary noted how enviously her eyes rested on the calico, and he took up a two-yard piece of the yellow, saying: "I'll give this to you if you'll wear it." "The female draped the calico about her like a skirt and departed in great glee. "But the next day, nude as before, she returned with the fabric under her arm. Handing it sadly to the missionary, she said: "Me no can wear it. Me too shy."

Preferred State of Nudity
Remark of Dusky Lady Proves Morality to be Largely Matter of Environment.

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A new range employs both electricity and steam, a current of the former, used to cook food on top of the range, also heating water to produce steam to operate the oven economically.

hitherto been little better than pre- tentious shams." Yet, in spite of these reforms, we still hear much about the "Unrest of India." It would be too much to say that this ferment affects the heart of India, for I do not believe that there is any heart failure or even heart fluttering because of British rule, if by the heart of India we mean the common people, for nine people out of ten know and care as much about the methods of this rule as the chickens in their doorways or the sheep on the hillside.

I do not mean to say that these people are stupid or sodden, but simply that they have such a fierce struggle to keep the wolf from the door, that they have no time to learn or strength to care whether they are ruled by the Rajputs, the Moguls, or the British.

When a man lives in one room of a mud hut, with half a dozen children, besides the household goat and hens, when by working from dawn to dusk he can earn eight cents for his own support and that of his family, when he doesn't know or care whether the earth is round, flat, or triangular or

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I asked them each and all, as we discussed some excellent tea and sandwiches and sweetmeats, what the feeling was toward the present regime in India. Their answers, condensed and edited but not distorted, I hope, were something as follows: "We acknowledge that, in some respects, British rule has been a blessing to India, and as things are now, we couldn't get along without it. Injustice is better than anarchy. But we do not like to be treated as children. India is like a growing boy, and the clothes that fitted him a quarter of a century ago are altogether too small now. Even now nine-tenths of the offices that pay from one hundred to one thousand rupees a month (from \$33 to \$330) are in the hands of the British, and a native with the same qualifications does not stand nearly as good a chance of promotion as a white man. What we demand is free education for our children, and an equal chance at the higher government positions for our people. We no longer wish to be treated as dependents and inferiors."

"But," I ventured to inquire, "do not the new reform laws which have been promulgated this very week show the purpose of the government to deal fairly, and give the people a larger and larger measure of self-government?"

"Yes, they are good as far as they go," was the reply, "but they don't go very far in giving India to the Indians."

My own opinion is that they do go a good ways in this direction, perhaps quite as far as it is wise to go at present, and that they will do not a little to satisfy the reasonable desires of all but the extremists.

It is interesting to note that the rulers of the native states, of which there are over six hundred, the rajahs and maharajahs, are a unit in their desire to uphold the authority of the British. They realize that their only hope for peace and prosperity, and the security of their rather shadowy crowns, is in the over-lordship of some strong foreign power; and if this authority were withdrawn, the different nationalities would get at each other's throats like so many Kilkenny cats.

Realizing this, maharajah of Cashmere has deported the agitators from his state, and has absolutely forbidden any meetings of their sympathizers. The gaekwar of Banoda has done the same thing. The chief justice of the native state of Bharatpur, a Christian convert and a leading figure at the recent Christian Endeavor convention at Agra, told me most emphatically that his rajah and he himself would greatly deplore any weakening of the British authority; that, on the whole, it was just and fair, and infinitely better than the state of things in former days.

Famines still occur, but they are nothing to what they were a century or two centuries ago. Warren Hastings, for instance, in 1770 reported a famine that swept off one-third of the population of Bengal, killing three millions of people in that one province, and leaving hundreds of villages utterly desolated. Horrible as some recent famines have been, nothing like that is to-day possible, for the excellent railway system of India can now hurry supplies across the peninsula in two days, and an intelligent if somewhat too patriarchal government looks after its children, so far as possible, in all parts of the mighty empire.

The personal equation in the unrest in India must not be forgotten. The rude, boorish, overbearing treatment of natives by Europeans has much to do with it. If Englishmen and indeed all foreigners would use a little more tact and consideration in their personal dealings with natives, treating them not as an inferior creature or as dogs of the street, as some do; if they would use a little more of the gentle suavity with this polite and subservient race for which the prince of Wales pleaded on his recent visit to India, the unrest in India would be sensibly reduced, and the rule of the dominant race would be far more secure in the days to come.

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